·SPC·

Specialized Purchasing Consultants
1491 East Side River Road
Dummer, NH 03588
(800)750-1538

2018-2019 Annual Report

Year - End Photocopier Analysis

With projected costs for 2019-2020

Becky Hart
Missisquoi Valley
School District
100 Robin Hood Drive
Suite 2
Swanton, VT 05488

Specialized Purchasing Consultants Inc.
Serving Maine, New Hampshire & Vermont since 1988

September 2019

Becky Hart
Missisquoi Valley School District
100 Robin Hood Drive Suite 2
Swanton, VT 05488

Skip Tilton
President

Corporate Office:
1491 East Side River Road
Dummer, NH 03588
(800) 750-1538

VISIT US ON THE WEB:
www.spccopypro.com

Dear Becky:

We at Specialized Purchasing consultants wish to thank you for your continued confidence in us. Our relationship is now 12 years strong, and we hope that your trust in us and this relationship will continue for many years to come.

The following Annual Report provides an overview of last year's reprographic equipment usage and status. Recommendations are included based on usage and remaining life expectancy to address potential problem areas. This will help to avoid needless down time and improve equipment reliability.

Every year we strive to improve or enhance our services to save our clients time, money, and effort. For the past number of years, numerous new features have been implemented to benefit our clients such as Simplified Billing, FMAudit automated meter reading, STARDoc and IT Asset Management. We hope you have found these services to be beneficial and time-saving. We are very pleased to offer these services at no additional charge.

2018/2019 was a busy year for SPC, where we added three new services; Papercut Installer, Vendor Service History Reports and Chromebook Group Purchasing. For the upcoming year, SPC plans to offer a New *Five-Year Fleet Management* interactive tool that studies your printing habits and allows you to control your usage more efficiently over the life of your equipment. With the click of one button, it will incorporate past, present and future usage flagging any potential problematic areas..

We appreciate the opportunity to provide you with the best possible pricing, service, and equipment. We look forward to our meeting. Feel free to share your thoughts and feelings concerning your overall experience with SPC.

Sincerely,

Skip Tilton
President

"Protecting Your Copier Interests"

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Meet Your Team

Skip Tilton, President
Billie Jo Tilton, Vice President

As co-founders of SPC, Billie Jo and I are very proud of our team of professionals. The concept of group purchasing to save millions has grown since 1988 into providing over 16 different managerial services that increase reliability and extend the life of your equipment. However, none of this would have been possible without the loyalty of our clients, many of whom we have assisted for more than 20 years! Together, we have realized the lowest prices possible while improving the quality of your service and equipment. We have also been able to find ways to increase your equipment reliability, monitor and track usage variations throughout the year, and keep your costs under control.

Jessica Paradis
Accounting Coordinator

Jessica manages all billing, equipment contracts for service and supplies, and lease or purchase transactions.

Alex Webster
Operations & Marketing Manager

Alex manages the SPC STARDoc site, FM Audit, and equipment upgrades. He also works to market current and new SPC tools and services to existing and potential clients.

Pam Weed
Client-Vendor Relations

Pam maintains a good working relationship between clients and vendors regarding billing issues, equipment reliability, and equipment additions or upgrades. She also works to ensure equipment records are up to date and accurately maintained.

Robert Dutil
Information Technology

Bob works behind the scenes to keep our record-keeping data and programs running smoothly.

Jamin Tilton
Operations Support

Jamin plays a vital role in performing onsite surveys and equipment installation audits. He also assists with contact information updates.

James Cartwright
Operations Support

James provides key support for STARDoc as well as assisting with equipment installation audits.

Heidi Tilton
Office Support

Heidi assists with bookkeeping as well as supporting other office staff with their needs.

Equipment Health Status

Total Number of Machines:	**91**

Total Black Photocopiers:	19
Total Color Photocopiers:	9
Total Black Network Printers:	57
Total Color Network Printers:	6
Total Removed From Service:	2

# of Units OFF Warranty:	**13**
# of Units Approaching End of Warranty:	0
# of Units Overused:	0
# of Units Underused:	**3**
Commencement Date:	09/01/2016
# of Annual Payments Left on Lease:	2
All Warranties and Service Contracts Expire:	06/30/2022
SPC's FM Audit Print Management Software Loaded:	Yes
Printer Contract Signed:	Yes

NOTE: When a machine goes off warranty, it does not mean that the service contract expires. It simply means that if a replacement machine becomes necessary, it may not be at "no charge."

Dear Becky,

We would like to draw your attention to pages 17-19 of this report that highlights color usage.

While the industry is experircing a rapid increase in color...19%...your printing is signifacantly higher .... 24% color increase from last year. The building particularly affected was Swanton Elementary. The good news is that SPC has developed Right Size Print Management Software that can control this cost with your next upgrade which could happen as soon as 2020. All of our bids will include "Right-Sized Print Management" software which will help solve this problem....see page 20. Please note the usage report highlighting the devices that have the highest cost of operation and where the most money could be saved.

Sincerely,

Skip

Non-Contracted Devices

Make - Model	Serial Number	IP Address	Last Update
leslelx54:/var/lib/jenkins/job	2805	192.168.7.44	2018-10-01 08:55:46
BROTHER MFC-L2710DW series	U64969L8N772889	192.168.17.106	2019-09-11 08:38:08
Canon LBP351DN	NEQA02268	192.168.28.23	2019-09-11 08:57:34
EPSON WorkForce 645	EP6300D1ENSN3B	192.168.13.45	2019-05-23 08:56:11
HP COLOR LaserJet MFP M277dw	VNB8J54NQV	192.168.12.102	2019-09-12 08:56:06
HP ENVY 5530 SERIES	CN4C1310GM05XT	192.168.11.255	2019-09-10 08:38:09
HP LASERJET 1320 SERIES	CNBC47Z09K	192.168.4.42	2019-05-31 08:56:12
HP LASERJET 1320 SERIES	CNHC63N24G	192.168.24.20	2018-08-20 08:38:14
HP LASERJET 1320 SERIES	CNHC64J26J	192.168.24.12	2019-09-11 08:38:08
HP LASERJET 1320 SERIES	CNHC64J273	192.168.24.15	2019-09-11 08:38:08
HP LASERJET 1320 SERIES	CNHC64J2VT	192.168.24.32	2019-09-11 08:38:08
HP LASERJET 1320 SERIES	CNHC65H3F9	192.168.24.22	2019-09-11 08:38:08
HP LASERJET 1320 SERIES	CNHC65X1LN	192.168.24.23	2019-06-13 08:38:10
HP LASERJET 200 COLOR M251NW	CND1H31436	192.168.24.40	2019-09-11 08:38:08
HP LASERJET 400 color M451dw	CNDF522708	192.168.20.17	2019-08-29 08:58:17
HP LASERJET 400 M401N	VNG3R01113	192.168.24.42	2019-09-11 08:38:08
HP LASERJET M402dw	PHBVB07124	192.168.4.44	2019-09-11 08:56:10
HP LASERJET P2035n	CNB9R40598	192.168.12.47	2019-09-11 08:56:10
HP LASERJET P2035n	CNB9R40604	192.168.6.49	2019-09-11 08:56:10
HP LASERJET P2055dn	CNB9P36919	192.168.13.42	2019-09-11 08:56:10
HP LaserJet P4014	CNBX101496	192.168.28.21	2019-09-11 08:57:34
HP LaserJet P4014	CNDX809737	192.168.28.20	2019-09-11 08:57:34
HP LaserJet Professional P 1102w	VND3P29202	192.168.20.65	2019-09-11 08:58:14
HP LASERJET Professional P1606dn	VNB3B32629	192.168.6.49	2019-01-28 08:56:00

SPC Timeline

1988   Specialized Purchasing Consultants opens its doors

- Began offering equipment at the sales representative's cost with continued cooperative buying power obtaining competitive rates on leases, equipment, and service and supply contracts.

1999   Improved Annual Reports

- Revised Annual Report format to include new charts and tables for more expansive usage and budget detail.
- Initiated 5% cost per print annual increase cap

2001   Solid-Ink Printers and Meter Collection

- Offered low-cost-of-operation solid-ink network printers to help reduce printing costs
- Began collecting meter reads directly from client and submitting to vendors via spreadsheet, providing more accurate and consistent billing.

2002   Bond Counsel Review

- Added Bond Counsel Review to endure any and all funding sources provided legal documentation to meet State statutes and regulations.

2003   Contracts and Warranties Updated

- Service & Supply Contracts revised to reflect SPC's commitment to managing a client's account for five years while allowing the client a 30-day cancel option.
- Warranty revised to protect equipment, guaranteeing service or replacement at no charge, even if a vendor goes out of business.

2005   Economic Municipal Relief Fund Established

2006   Data Collection Agent

- Data Collection Agent Software offered for meter collection convenience.

2007   Insurance Fund

- Insurance Fund established for equipment upgrades with SPC monitoring installations from start to finish. SPC absorbs cost of returning leased equipment, electrical or network drop installs or upgrades, and surge protectors (ESPs).

2012   STARDoc - Print Management Software Developed and Implemented

- Live Floor Plans allow IT administrators to move devices around on their own floor plans
- Low-end network printers added to contracts and monitored
- Simplified Billing introduced

SPC Timeline

2013 STARDoc - Daily Tracking

- Meters gathered daily to track usage

2014 STARDoc - Monthly Audits

- Users can see a monthly snapshot of current usage and estimated projections

2015 STARDoc - Mapping Options and Asset Management

- Allows mapping of other IT devices (Wireless Access Points, IP Cameras, Projectors, VoIP Phones, etc.)
- IT Asset Management tracks all IT purchases, warranty expirations, etc.

2018 STARDoc - Improved Pinpointing of Budget and Communications

- Improved pinpointing of machines projected to go over budget
- Facilitate communication with your vendor's service manager
- Request service history on any given printer or copier

2019 STARDoc – Service Histories, Chromebook Bid & Papercut Installers

- Request single, multiple, or fleet service history for a specific time period
- Request annual fleet service history
- Scroll through specific copiers or printers going over budget
- SPC's Chromebook bid allowed organizations to piggyback off our cooperative pricing. Many schools like SAU 67 - Bow and SAU 57 - Salem benefited from this pricing.
- 3 of SPC's team members became Certified Papercut installers.

2020 SPC Roadmap

- Five Year Fleet Management (FYFM) - Projects out Five Year costs for all equipment based on current and past usage.
- Update Bid Process to simplify bid submission for all of our vendors.

STARDoc Features

Cost Projection by Department or Building

Who Benefits? Accounts Payable, Business Manager, and Superintendent

- Allows you to formulate next year's budgets as early as December
- Allows you to see the projected usage bill in advance
- Tabulate total budgets and trotal costs district wide
- Volume or cost pages allow you to pinpoint specific machines on the floor plans
- Timeline - allowing you to go back to see how your budget compares to previous years

Map your devices on Floorplans

Who Benefits? Business Manager, IT

- Identifies detailed information (IP address, serial number, vendor ID, CPC, consumed volume, toner and service alerts)
- Device information tab will allow you to easily access the web interface of the printer/copier
- Identifies detailed information (IP address, serial number, vendor ID, CPC, consumed volume, toner and service alerts)
- Non-reporting device listing for devices that haven't reported for more than 2 weeks
- Asset Management (Servers, Wireless Access Points, IP Cameras, Projectore, Apple TVs

Floorplan Administration

Who Benefits? Business Manager and IT

- Allows IT and Business Manager to move devices around on Floorplan
- Paper trail of device locations after summer break
- Will show Previous Devices, Present Equipment, and Proposed Equipment

Contacts Page

Who Benefits? Business Manager and IT

- Control Access and Permissions to STARDoc
- Toggle Email all (Toner, Service Monthly Audits)

Device Listing Page

- Centralized location for detailed information of District's assets
- Exportable device listing to Excel or PDF
- Tracks additional non-contract devices
- IP Addresses and MAC addresses automatically imported
- Strikethrough on machines that have been removed

Monthly Audits

Who Benefits? Business Manager and Superintendent

- Monthly Cost Snapshot
- Shows amount of devices not reporting to help improve accuracy of projections

Timeline

Who Benefits? Business Manager

- Track historical volume and cost per building

Last Sync Date

Who Benefits? IT Manager

- Shows the last time that FMAudit synced for that client

STARDoc Features

Consult: Secure Print Release, also known as Follow Me Print or Find-Me Printing

- Print to a single global queue, walk up, and collect at any device.
- Application allows jobs to be held at the server level and released when the user engages it at any multi-function device (MFD).
- Allows users to print at any area within the building as long as the MFD has the features needed by the user.

Over-Budget Report

- Catch overused equipment early, before equipment begins to break down due to overuse.
- Request service history on any machine right through STARDoc.
-

Over Budget	
Room:	Room 201 Principal's Office
Make & Model:	Canon IRC5051
Serial Number:	GQM65369
IP Address:	172.16.10.145
Projected Amount Over Budget:	$404

This building's average color prints per student is 314
The industry average for color prints per student is 185

Previous   Next

Check Black/Color Default   Close

Five Year Fleet Management (FYFM)

We have all heard the saying that Information is Power! Beginning with your next upgrade, FYFM will put you in the driver's seat.

Purpose of FYFM:

Interactive Tool you can alter with your printing habits. With the click of one button, it will incorporate both past, present and future usage, flagging any potential problematic areas. 'Right Size Print Management' will help to eliminate overused color copiers.

Setting up Future Budgets:

Projecting out your cost is crucial in setting up your budgets. With FYFM you will be able to take control of your future cost for the entire life of your fleet of copiers, MFP's and printers. STARDoc currently studies your printing habits and projects out for about eight months. FYFM will be able to project out your cost and volume for the entire life of your fleet, usually five years out.

Problematic Machines:

How would you know if your equipment is truly malfunctioning and needs to be replaced under warranty? FYFM will compare your service calls to all SPC's clients for like models and speeds. It will provide you with the number of service calls in a fiscal year and the average copies between calls so that you will know if your equipment is running efficiently and/or needs to be replaced under warranty at no charge. In awarding future bids, you will be able to see which company and which manufacturer is operating the best in your geographic area.

Annual Black Volume by Location

Missisquoi Valley School District

2%   7%   2%   -9%   1%

School Yr
2015-2016
2016-2017
2017-2018
2018-2019

2,500,000

2,000,000

1,500,000

1,000,000

500,000

0

Franklin Central   Highgate Elementary   Missisquoi Valley Union High   SU 21 District Offices   Swanton Elementary
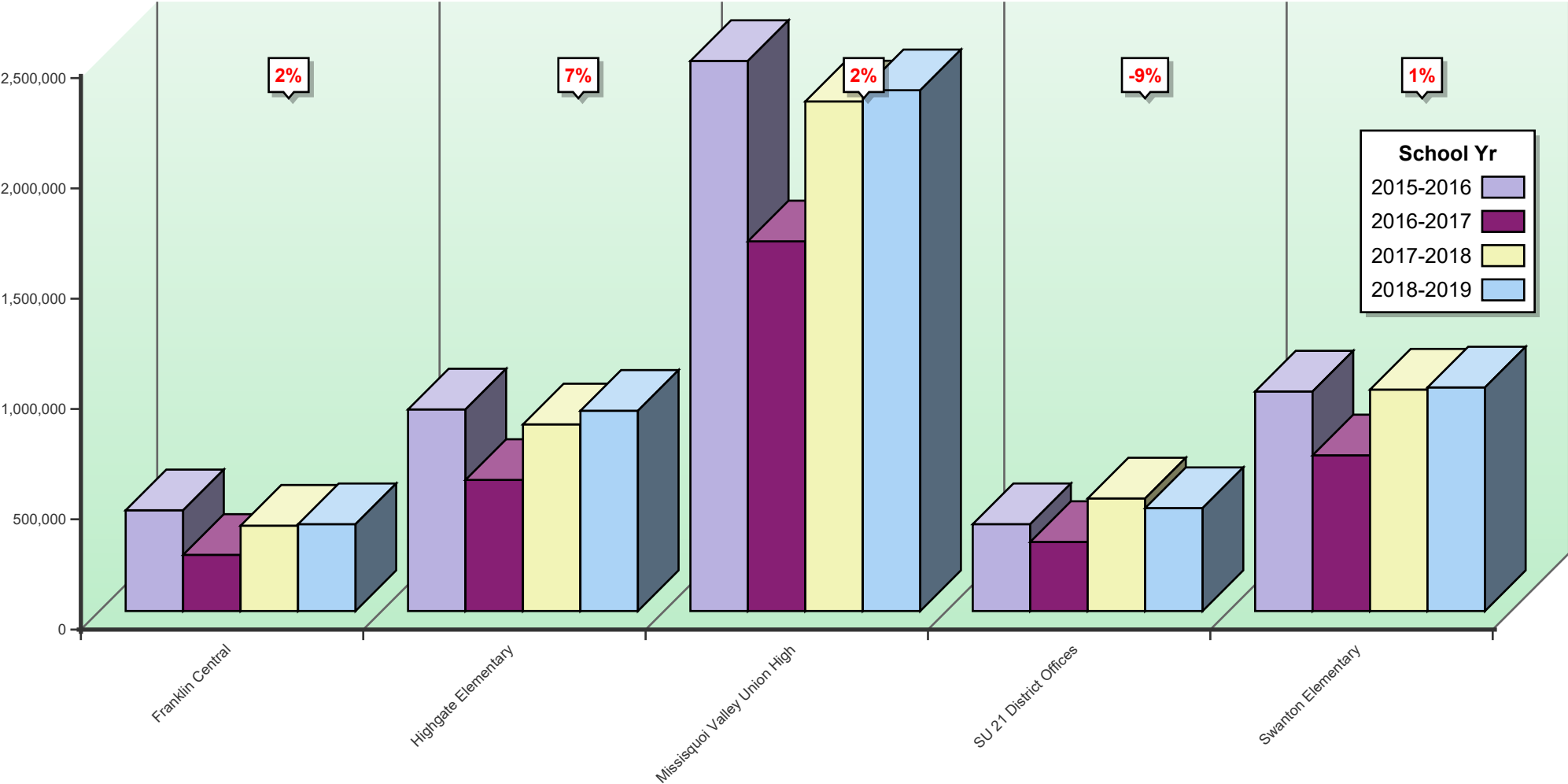
Annual Black Volume Overall

School Year
- 2015-2016
- 2016-2017
- 2017-2018
- 2018-2019

% amount equals the overall increase or decrease between Previous Year & Current Year
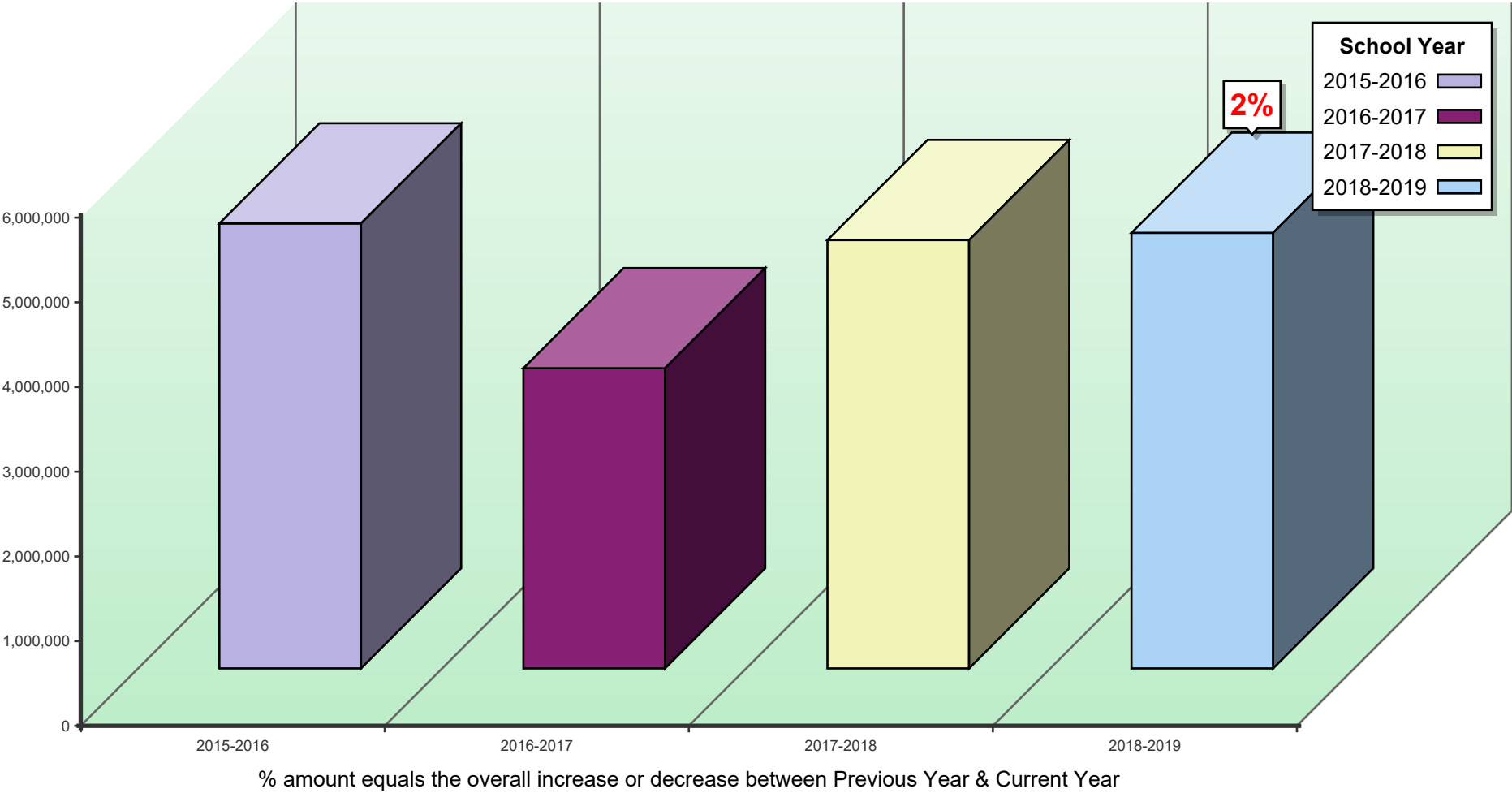
Average Student-to-Copy Usage - Black

Using the projected costs by building as the basis, this table represents the projected average usage and cost per student for each building.

Building Name	Student Population	Annual Volume	Total School Cost*	Annual Copies Per Student	Annual Cost Per Student
Franklin Central	142	393,755	$8,321.20	2,773	$58.60
Highgate Elementary	304	907,874	$19,571.88	2,986	$64.38
Missisquoi Valley Union High	838	2,360,767	$52,058.25	2,817	$62.12
SU 21 District Offices	0	466,690	$11,338.36	0	$0.00
Swanton Elementary	611	1,013,618	$22,787.08	1,659	$37.29
Totals	**1,895**	**5,142,704**	**$114,076.77**	**2,714**	**$60.20**

Total School Cost refers to the cost of Service & Supplies, Paper, and Equipment. See Projected Equipment Costs by Building table later in this report.

Industry Average Copies per Student - Black Only

This is an SPC comparison contrasting your district with other client school districts throughout the states of Maine, New Hampshire, and Vermont. By comparing to the Average Student to Copy Usage, this will help you to set up future budgets if student populations increase or decrease within the district or if you plan to build an addition or a new school.

	Total Student Population	Total Annual Volume	Total District Cost*	Annual Copies Per Student	Annual Cost Per Student
All Schools w/Student Populations	83,897	192,210,359	$4,000,539.34	2,291	$47.68

*Total District Cost refers to the cost of Service, Supplies, Paper, and Equipment.

Average Copies Per Student - Black

Annual Color Volume by Location

Missisquoi Valley School District

School Year	
2015-2016	
2016-2017	
2017-2018	
2018-2019	
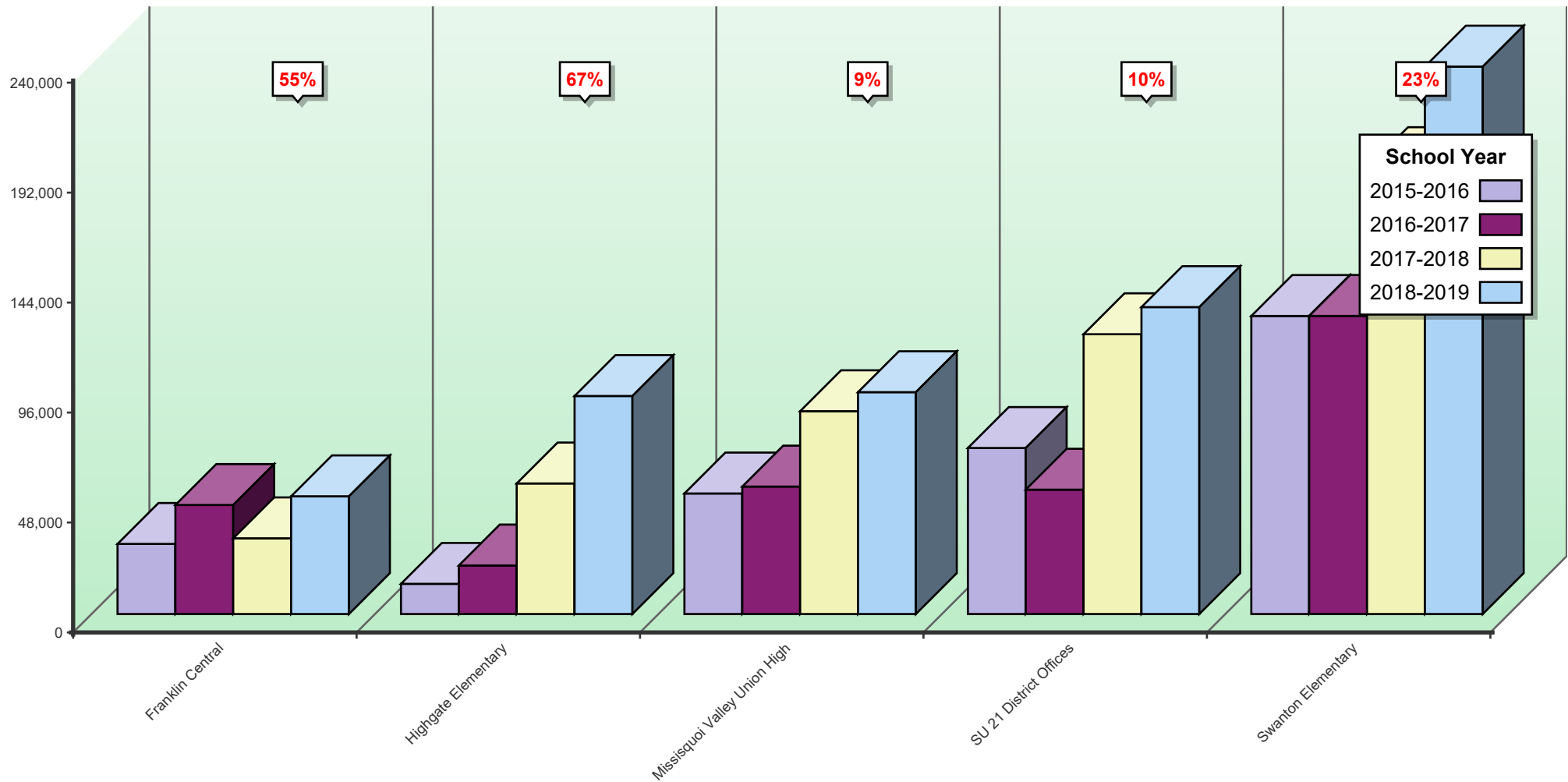
Annual Color Volume Overall
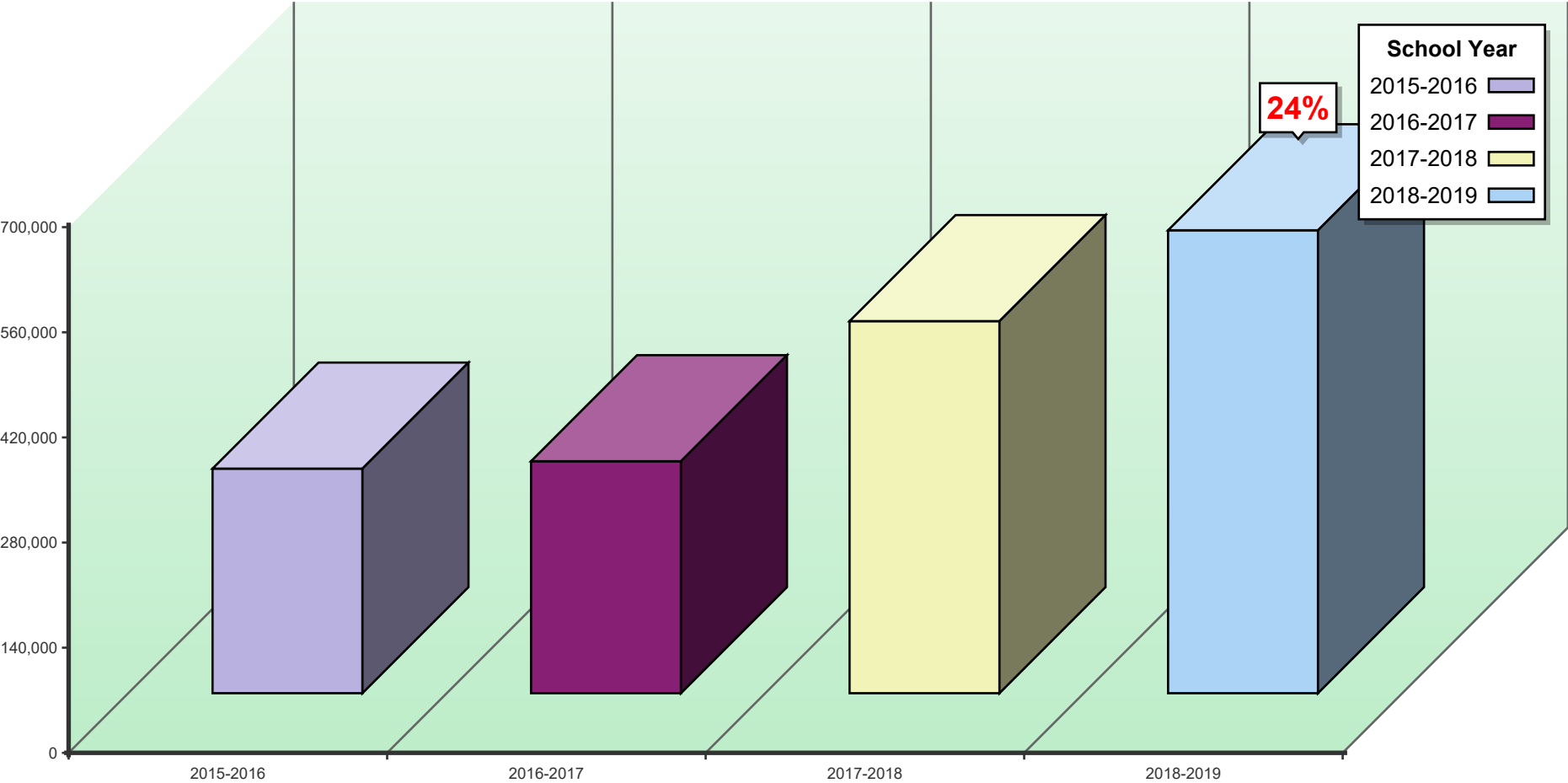
School Year
- 2015-2016
- 2016-2017
- 2017-2018
- 2018-2019

24%

% amount equals the overall increase or decrease between Previous Year & Current Year

Average Student-to-Copy Usage - Color

Using the projected costs by building as the basis, this table represents the projected average usage and cost per student for each building.

Building Name	Student Population	Annual Volume	Total School Cost*	Annual Copies Per Student	Annual Cost Per Student
Franklin Central	142	51,396	$2,692.12	362	$18.96
Highgate Elementary	304	95,194	$5,477.32	313	$18.02
Missisquoi Valley Union High	838	96,857	$5,842.31	116	$6.97
SU 21 District Offices	0	133,998	$7,018.82	0	$0.00
Swanton Elementary	611	238,986	$12,711.75	391	$20.80
Totals	**1895**	**616,431**	**$33,742.31**	**325**	**$17.81**

*Total School Cost refers only to Service & Supplies as Paper and Equipment are included in the previous table for black prints.

Note: STARDoc tool will flag any future high color usage. See page 10 of STARDoc Features. Current industry ratio averages 216 color prints per student per year. Your color volume this year averages 325 per student. Please contact our SPC technical team to provide training to your staff if your usage is too high.

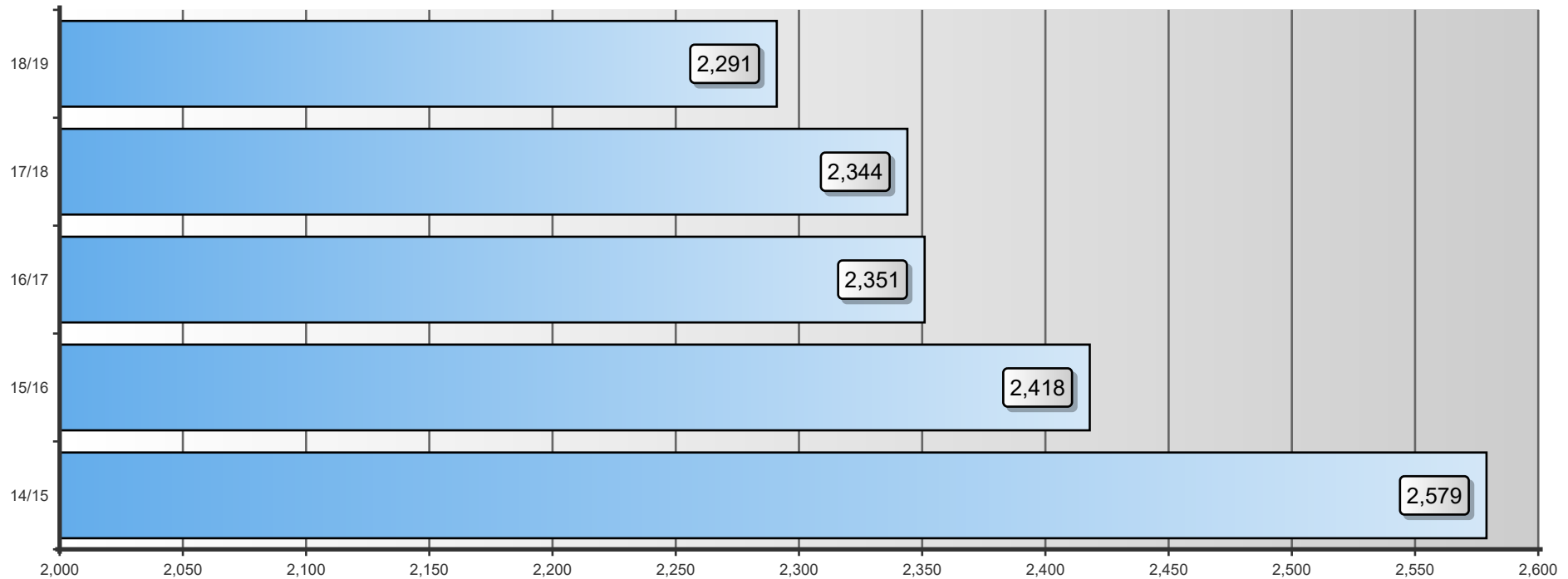|		
District Wide Black Totals	*5,142,704*	*$23,325.67*
District Wide Color Totals	*616,431*	*$33,078.87*

Industry Average Copies per Student - Color Only

This is an SPC comparison contrasting your district with other client school districts throughout the states of Maine, New Hampshire, and Vermont. By comparing to the Average Student to Copy Usage, this will help you to set up future budgets if student populations increase or decrease within the district or if you plan to build an addition or a new school.

	Total Student Population	Total Annual Volume	Total District Cost*	Annual Copies Per Student	Annual Cost Per Student
All Schools w/Student Populations	83,897	18,097,200	$926,143.97	216	$11.04

*Total District Cost refers to the cost of Service, Supplies, and Paper. Equipment is calculated only into the Black Volume.
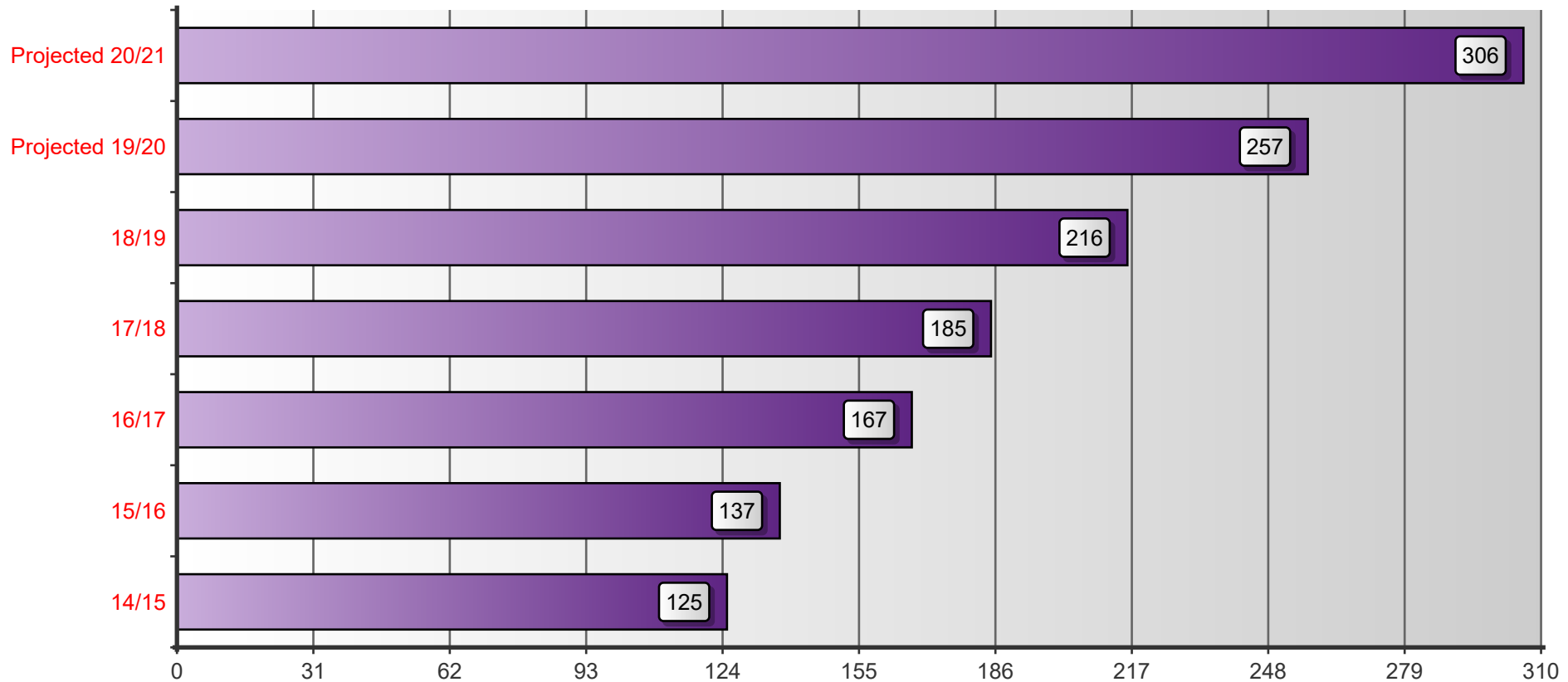
Color-to-Total Volume Comparison
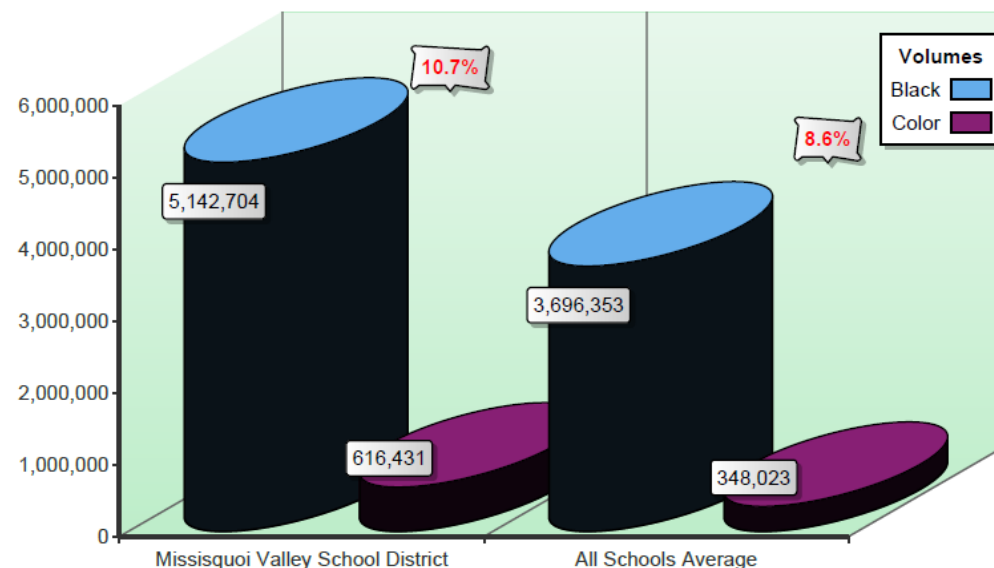
SPC Analysis

COLOR printing is skyrocketing out of control! A five-year study of 83,000 students across the Tri-State region revealed a rapid increase in the K-12 sector. In fact, last year alone, color printing increased by 19%!

Taking Control
What that means: If you are a school district of **1,000 students**, the average color volume is **216,000 copies**, which could be costing you from **$7,500 > (CPC is at $0.035) to $10,000 per year. If current trends stay the same, then year five cost would be between $17,897-$23,863.** Obviously, some color printing is necessary. However, if color printing is not monitored properly, it could blow up your entire printing budget.

SOLUTION: SPC has developed Right-Sized Print Management software that pinpoints the problematic locations and implements tailor-made software that controls your color printing. Instead of forcing the entire district to change all printing habits, SPC focuses only on the problematic locations. Best of all, by means of our tremendous buying power, that software comes to you at no charge! In fact, studies have shown that SPC saves a school district of 1,000 students an average of $74,000 over five years, with our compensation included (a $74.00 per student average cost savings).

So why overwhelm the entire district with very expensive, intrusive software to control this color printing explosion? Direct your blows with SPC's unique Right-Sized Print Management Software. Call Skip Tilton or Alex Webster to set up an in-person demonstration today.

Other beneficial features include Follow-Me Printing.

Usage Profile for Service & Supplies

The usage analysis shown here provides an overview of the usage of each piece of equipment currently under contract and monitored by SPC.

Date of Last Upgrade: 09/01/2016

Make-Model/Speed *Serial Number/Vendor Machine ID* *Life/Intro Date* *Vendor*	*07/01/2018* *Meter*	*06/30/2019* *Meter*	*2018-2019* *Annual* *Volume*	*Cost/Copy* *Annual Cost*	*Recommendations*
Franklin Central					
Library Audio-Visual					
Canon IR ADV 8585 / 85 PPM	405,808	662,306	256,498	$0.00339	None at this time.
SWN01382 /				$869.53	
5,000,000 / 02/2016	0	0	0	$0.00000	
Black Photocopier				$0.00	
CSA-VT					
Main Office					
Canon IRC5540 / 40 PPM	47,045	59,430	12,385	$0.00709	High Color Usage! Print Management
WHG01973 /				$87.81	Software should be implemented here.
1,000,000 / 09/2016	80,727	132,123	51,396	$0.05135	
Color Photocopier				$2,639.18	
CSA-VT					
Office Storage Room					
Canon IR ADV 8585 / 85 PPM	189,417	314,289	124,872	$0.00339	None at this time.
SWN01383 /				$423.32	
5,000,000 / 02/2016	0	0	0	$0.00000	
Black Photocopier				$0.00	
CSA-VT					
Subtotal Black		393,755		$1,380.65	
Subtotal Color		51,396		$2,639.18	

Make-Model/Speed *Serial Number/VendorID* *Life/Intro Date* **Vendor**	*07/01/2018* **Meter**	*12/03/2018* **Meter**	*2018-2019* *Annual* **Volume**	*Cost/Copy* **Annual Cost**	**Recommendations**

Highgate Elementary

1st Grade (Room B23 - Scholtz)

HP Laser Jet Pro M402dw / 40 PPM	6,075	7,959	1,884	$0.01156	Volume PRIOR TO meter reset.
PHBVB07104 /				$21.78	
1,000,000 / 10/2015	0	0	0	$0.00000	
Black Network Printer				$0.00	
CSA-VT					

1st Grade (Room B23 - Scholtz)

HP Laser Jet Pro M402dw / 40 PPM	0	1,654	1,654	$0.01156	Volume AFTER meter reset.
PHBVB07104 /				$19.12	
1,000,000 / 10/2015	0	0	0	$0.00000	
Black Network Printer				$0.00	
CSA-VT					

3rd Grade (Labounty)

HP Laser Jet Pro M402dw / 40 PPM	11,318	19,935	8,617	$0.01156	None at this time.
PHBVF08868 /				$99.61	
1,000,000 / 10/2015	0	0	0	$0.00000	
Black Network Printer				$0.00	
CSA-VT					

Make-Model/Speed *Serial Number/Vendor Machine ID* *Life/Intro Date* Vendor	*07/01/2018* *Meter*	*06/30/2019* *Meter*	*2018-2019* *Annual* *Volume*	*Cost/Copy* *Annual Cost*	Recommendations
4th Grade (Maskell)					
HP Laser Jet Pro M402dw / 40 PPM	13,318	16,771	3,453	$0.01156	None at this time.
PHBVB07105 /				$39.92	
1,000,000 / 10/2015	0	0	0	$0.00000	
Black Network Printer				$0.00	
CSA-VT					
6th Grade (Ryea/Hughes)					
HP Laser Jet Pro M402dw / 40 PPM	11,592	15,580	3,988	$0.01156	None at this time.
PHBVF08974 /				$46.10	
1,000,000 / 10/2015	0	0	0	$0.00000	
Black Network Printer				$0.00	
CSA-VT					
A/V Room					
Canon IRC5540 / 40 PPM	27,351	59,901	32,550	$0.00709	High Color Usage! Print Management
WHG01469 /				$230.78	Software should be implemented here.
1,000,000 / 09/2016	66,886	152,723	85,837	$0.05135	
Color Photocopier				$4,407.73	
CSA-VT					

Make-Model/Speed *Serial Number/Vendor Machine ID* *Life/Intro Date* Vendor	*07/01/2018* *Meter*	*06/30/2019* *Meter*	*2018-2019* *Annual* *Volume*	*Cost/Copy* *Annual Cost*	**Recommendations**
A/V Room in box					
HP Laser Jet Pro M402dw / 40 PPM	0	0	0	$0.01156	None at this time.
PHBVH02517 /				$0.00	
1,000,000 / 10/2015	0	0	0	$0.00000	
Black Network Printer				$0.00	
CSA-VT					
Assistant Principal (Casavant)					
HP Laser Jet Pro M402dw / 40 PPM	216	655	439	$0.01156	Underused!
PHBVF08973 /				$5.07	
1,000,000 / 10/2015	0	0	0	$0.00000	
Black Network Printer				$0.00	
CSA-VT					
Assistant Principal (Palmer)					
HP Laser Jet Pro M402dw / 40 PPM	1,175	1,890	715	$0.01156	None at this time.
PHBVF08982 /				$8.27	
1,000,000 / 10/2015	0	0	0	$0.00000	
Black Network Printer				$0.00	
CSA-VT					

Make-Model/Speed Serial Number/Vendor Machine ID Life/Intro Date Vendor	07/01/2018 Meter	06/30/2019 Meter	2018-2019 Annual Volume	Cost/Copy Annual Cost	Recommendations
Front Office					
Canon IR ADV 8585 / 85 PPM	307,250	495,070	187,820	$0.00339	None at this time.
SWN01384 /				$636.71	
5,000,000 / 02/2016	0	0	0	$0.00000	
Black Photocopier				$0.00	
CSA-VT					
Guidance (Sweet)					
HP Laser Jet Pro M402dw / 40 PPM	3,844	5,271	1,427	$0.01156	None at this time.
PHBVB07166 /				$16.50	
1,000,000 / 10/2015	0	0	0	$0.00000	
Black Network Printer				$0.00	
CSA-VT					
Hot Swap (A/V Room)					
HP Laser Jet Pro M402dw / 40 PPM	0	0	0	$0.01156	None at this time.
PHBVB07110 /				$0.00	
1,000,000 / 10/2015	0	0	0	$0.00000	
Black Network Printer				$0.00	
CSA-VT					

Make-Model/Speed **Serial Number/Vendor Machine ID** **Life/Intro Date** **Vendor**	**07/01/2018** **Meter**	**06/30/2019** **Meter**	**2018-2019** **Annual** **Volume**	**Cost/Copy** **Annual Cost**	**Recommendations**
Hot Swap (A/V Room)					
HP Laser Jet Pro M402dw / 40 PPM	0	0	0	$0.01156	None at this time.
PHBVB07115 /				$0.00	
1,000,000 / 10/2015	0	0	0	$0.00000	
Black Network Printer				$0.00	
CSA-VT					
Hot Swap (A/V Room)					
HP Laser Jet Pro M402dw / 40 PPM	2,813	2,813	0	$0.01156	None at this time.
PHBVF08984 /				$0.00	
1,000,000 / 10/2015	0	0	0	$0.00000	
Black Network Printer				$0.00	
CSA-VT					
Library					
Canon IR ADV 8585 / 85 PPM	404,753	656,416	251,663	$0.00339	None at this time.
SWN01379 /				$853.14	
5,000,000 / 02/2016	0	0	0	$0.00000	
Black Photocopier				$0.00	
CSA-VT					

Make-Model/Speed Serial Number/Vendor Machine ID Life/Intro Date Vendor	07/01/2018 Meter	06/30/2019 Meter	2018-2019 Annual Volume	Cost/Copy Annual Cost	Recommendations
Science Lab (WB3)					
Canon IR ADV 8585 / 85 PPM	351,183	629,048	277,865	$0.00339	None at this time.
SWN01385 /				$941.96	
5,000,000 / 02/2016	0	0	0	$0.00000	
Black Photocopier				$0.00	
CSA-VT					
SLP (Wright)					
HP Color Laser Jet M452dw / 28 PPM	4,690	5,815	1,125	$0.01156	None at this time.
VNB3D11036 /				$13.01	
500,000 / 10/2015	1,553	4,045	2,492	$0.10280	
Color Network Printer				$256.18	
CSA-VT					
Special Ed 5/6 (Luneau)					
HP Color Laser Jet M452dw / 28 PPM	2,877	4,342	1,465	$0.01156	High Color CPC. Change to B/W Printer.
VNB3P13899 /				$16.94	
500,000 / 10/2015	9,771	16,378	6,607	$0.10280	
Color Network Printer				$679.20	
CSA-VT					

Missisquoi Valley School District

	07/01/2018 Meter	06/30/2019 Meter	2018-2019 Annual Volume	Cost/Copy Annual Cost	Recommendations
SpEd Clerk (Lafar)					
HP Laser Jet Pro M402dw / 40 PPM	3,729	7,099	3,370	$0.01156 $38.96	None at this time.
PHBVF08838 /					
1,000,000 / 10/2015	0	0	0	$0.00000 $0.00	
Black Network Printer					
CSA-VT					
SpEd K-2 (Hess/Tatro)					
HP Laser Jet Pro M402dw / 40 PPM	14,701	20,933	6,232	$0.01156 $72.04	None at this time.
PHBVB07643 /					
1,000,000 / 10/2015	0	0	0	$0.00000 $0.00	
Black Network Printer					
CSA-VT					
Staff Lounge					
Canon IR ADV 8585 / 85 PPM	253,504	366,968	113,464	$0.00339 $384.64	None at this time.
SWN01325 /					
5,000,000 / 02/2016	0	0	0	$0.00000 $0.00	
Black Photocopier					
CSA-VT					

Make-Model/Speed Serial Number/Vendor Machine ID Life/Intro Date Vendor	07/01/2018 Meter	10/23/2018 Meter	2018-2019 Annual Volume	Cost/Copy Annual Cost	Recommendations

Storage - Now Maintenance

HP Laser Jet Pro M402dw / 40 PPM	0	0	0	$0.01156	None at this time.
PHBVB07640 /				$0.00	
1,000,000 / 10/2015	0	0	0	$0.00000	
Black Network Printer				$0.00	
CSA-VT					

Success Lab

HP Laser Jet Pro M402dw / 40 PPM	16,015	25,820	9,805	$0.01156	None at this time.
PHBVB07632 /				$113.35	
1,000,000 / 10/2015	0	0	0	$0.00000	
Black Network Printer				$0.00	
CSA-VT					

Success Lab - Brick Building

HP Color Laser Jet M452dw / 28 PPM	0	338	338	$0.01156	High Color CPC. Change to B/W Printer.
VNB3P09900 /				$3.91	
500,000 / 10/2015	0	258	258	$0.10280	
Color Network Printer				$26.52	
CSA-VT					

Make-Model/Speed Serial Number/Vendor Machine ID Life/Intro Date Vendor	07/01/2018 Meter	10/23/2018 Meter	2018-2019 Annual Volume	Cost/Copy Annual Cost	Recommendations
Unknown - Removed from Contract					
HP Laser Jet Pro M402dw / 40 PPM	4,338	4,338	0	$0.01156	Traded
PHBVB07646 /				$0.00	
1,000,000 / 10/2015	0	0	0	$0.00000	
Black Network Printer				$0.00	
CSA-VT					

	Subtotal Black	**907,874**	**$3,561.79**	
	Subtotal Color	**95,194**	**$5,369.63**	

Make-Model/Speed Serial Number/VendorID Life/Intro Date Vendor	07/01/2018 Meter	06/30/2019 Meter	2018-2019 Annual Volume	Cost/Copy Annual Cost	Recommendations

Missisquoi Valley Union High

Agricultural Office

Canon IR ADV 4251 / 51 PPM	12,453	19,360	6,907	$0.00339	None at this time.
RKP08378 /				$23.41	
3,000,000 / 10/2013	0	0	0	$0.00000	
Black Photocopier				$0.00	
CSA-VT					

Agricultural Office

HP Laser Jet Pro M402dw / 40 PPM	46	46	0	$0.01156	Underused!
PHBVF09031 /				$0.00	
1,000,000 / 10/2015	0	0	0	$0.00000	
Black Network Printer				$0.00	
CSA-VT					

Connect - Offsite

Canon IR ADV 8585 / 85 PPM	338,186	374,637	36,451	$0.00339	None at this time.
SWN01392 /				$123.57	
5,000,000 / 02/2016	0	0	0	$0.00000	
Black Photocopier				$0.00	
CSA-VT					

Make-Model/Speed Serial Number/Vendor Machine ID Life/Intro Date Vendor	07/01/2018 Meter	06/30/2019 Meter	2018-2019 Annual Volume	Cost/Copy Annual Cost	Recommendations

Connect - Offsite

HP Laser Jet Pro M402dw / 40 PPM	2,539	7,268	4,729	$0.01156	None at this time.
PHBVF08980 /				$54.67	
1,000,000 / 10/2015	0	0	0	$0.00000	
Black Network Printer				$0.00	
CSA-VT					

Faculty Room

Canon IR ADV 8585 / 85 PPM	392,971	654,070	261,099	$0.00339	None at this time.
SWN01387 /				$885.13	
5,000,000 / 02/2016	0	0	0	$0.00000	
Black Photocopier				$0.00	
CSA-VT					

Guidance (Blackburn)

HP Laser Jet Pro M402dw / 40 PPM	8,496	13,431	4,935	$0.01156	None at this time.
PHBVF08977 /				$57.05	
1,000,000 / 10/2015	0	0	0	$0.00000	
Black Network Printer				$0.00	
CSA-VT					

Make-Model/Speed *Serial Number/Vendor Machine ID* *Life/Intro Date* *Vendor*	*07/01/2018* *Meter*	*06/30/2019* *Meter*	*2018-2019* *Annual* *Volume*	*Cost/Copy* *Annual Cost*	**Recommendations**
Guidance (Hickman)					
HP Laser Jet Pro M402dw / 40 PPM	9,007	13,355	4,348	$0.01156	None at this time.
PHBVF08986 /				$50.26	
1,000,000 / 10/2015	0	0	0	$0.00000	
Black Network Printer				$0.00	
CSA-VT					
Guidance (Lowe-Murray)					
HP Laser Jet Pro M402dw / 40 PPM	5,312	8,751	3,439	$0.01156	None at this time.
PHBVB07117 /				$39.75	
1,000,000 / 10/2015	0	0	0	$0.00000	
Black Network Printer				$0.00	
CSA-VT					
Guidance Office					
Canon IRC5540 / 40 PPM	99,008	163,350	64,342	$0.00709	High Color Usage! Print Management
WHG01497 /				$456.18	Software should be implemented here.
1,000,000 / 09/2016	64,187	121,959	57,772	$0.05135	
Color Photocopier				$2,966.59	
CSA-VT					

Make-Model/Speed *Serial Number/Vendor Machine ID* *Life/Intro Date* *Vendor*	*07/01/2018* *Meter*	*06/30/2019* *Meter*	*2018-2019* *Annual* *Volume*	*Cost/Copy* *Annual Cost*	*Recommendations*
High School Office					
HP Laser Jet Pro M402dw / 40 PPM	30,667	44,461	13,794	$0.01156	None at this time.
PHBVF09047 /				$159.46	
1,000,000 / 10/2015	0	0	0	$0.00000	
Black Network Printer				$0.00	
CSA-VT					
High School Secretary					
HP Laser Jet Pro M402dw / 40 PPM	18,608	29,468	10,860	$0.01156	None at this time.
PHBVB07123 /				$125.54	
1,000,000 / 10/2015	0	0	0	$0.00000	
Black Network Printer				$0.00	
CSA-VT					
Hot Swap					
HP Laser Jet Pro M402dn / 40 PPM	0	0	0	$0.01156	None at this time.
PHBVF09041 /				$0.00	
1,000,000 / 10/2015	0	0	0	$0.00000	
Black Network Printer				$0.00	
CSA-VT					

Make-Model/Speed Serial Number/Vendor Machine ID Life/Intro Date Vendor	07/01/2018 Meter	06/30/2019 Meter	2018-2019 Annual Volume	Cost/Copy Annual Cost	Recommendations
J Pod Print Room					
HP Laser Jet Pro M402dw / 40 PPM	28,073	48,981	20,908	$0.01156	None at this time.
PHBVB07116 /				$241.70	
1,000,000 / 10/2015	0	0	0	$0.00000	
Black Network Printer				$0.00	
CSA-VT					
Library					
Canon IR ADV 4251 / 51 PPM	45,305	68,671	23,366	$0.00339	None at this time.
RKP08470 /				$79.21	
3,000,000 / 10/2013	0	0	0	$0.00000	
Black Photocopier				$0.00	
CSA-VT					
Library Media Center					
HP Laser Jet Pro M402dw / 40 PPM	1,073	1,233	160	$0.01156	Underused!
PHBVC07812 /				$1.85	
1,000,000 / 10/2015	0	0	0	$0.00000	
Black Network Printer				$0.00	
CSA-VT					

Missisquoi Valley School District

	07/01/2018 Meter	06/30/2019 Meter	2018-2019 Annual Volume	Cost/Copy Annual Cost	Recommendations

Middle School Guidance

	07/01/2018 Meter	06/30/2019 Meter	2018-2019 Annual Volume	Cost/Copy Annual Cost	Recommendations
HP Laser Jet Pro M402dw / 40 PPM	21,339	39,727	18,388	$0.01156	None at this time.
PHBVF09034 /				$212.57	
1,000,000 / 10/2015	0	0	0	$0.00000	
Black Network Printer				$0.00	
CSA-VT					

Principal's Office

	07/01/2018 Meter	06/30/2019 Meter	2018-2019 Annual Volume	Cost/Copy Annual Cost	Recommendations
Canon IR ADV 8585 / 85 PPM	606,323	1,012,387	406,064	$0.00339	None at this time.
SWN01388 /				$1,376.56	
5,000,000 / 02/2016	0	0	0	$0.00000	
Black Photocopier				$0.00	
CSA-VT					

Room 9 Plant Operations

	07/01/2018 Meter	06/30/2019 Meter	2018-2019 Annual Volume	Cost/Copy Annual Cost	Recommendations
HP Laser Jet Pro M401dne / 35 PPM	11,114	12,567	1,453	$0.01156	None at this time.
PHGFD01161 /				$16.80	
750,000 / 01/2013	0	0	0	$0.00000	
Black Network Printer				$0.00	
CSA-VT					

Make-Model/Speed *Serial Number/Vendor Machine ID* *Life/Intro Date* *Vendor*	*07/01/2018* *Meter*	*06/30/2019* *Meter*	*2018-2019* *Annual* *Volume*	*Cost/Copy* *Annual Cost*	**Recommendations**
Room A-18 Library					
HP Laser Jet Pro M402dw / 40 PPM	16,464	21,579	5,115	$0.01156	None at this time.
PHBVF09030 /				$59.13	
1,000,000 / 10/2015	0	0	0	$0.00000	
Black Network Printer				$0.00	
CSA-VT					
Room A-32 Art					
Canon IRC5540 / 40 PPM	14,066	22,593	8,527	$0.00709	High Color Usage! Print Management
WHG01060 /				$60.46	Software should be implemented here.
1,000,000 / 09/2016	60,448	84,841	24,393	$0.05135	
Color Photocopier				$1,252.58	
CSA-VT					
Room A-47					
Canon IR ADV 8585 / 85 PPM	342,865	596,119	253,254	$0.00339	None at this time.
SWN01386 /				$858.53	
5,000,000 / 02/2016	0	0	0	$0.00000	
Black Photocopier				$0.00	
CSA-VT					

Make-Model/Speed			2018-2019		
Serial Number/Vendor Machine ID					
Life/Intro Date	*07/01/2018*	*06/30/2019*	*Annual*	*Cost/Copy*	
Vendor	*Meter*	*Meter*	*Volume*	*Annual Cost*	**Recommendations**

Room A-47

HP Laser Jet Pro M402dw / 40 PPM	26,712	42,323	15,611	$0.01156	None at this time.
PHBVF08975 /				$180.46	
1,000,000 / 10/2015	0	0	0	$0.00000	
Black Network Printer				$0.00	
CSA-VT					

Room B-30

HP Laser Jet Pro M402dw / 40 PPM	870	2,797	1,927	$0.01156	None at this time.
PHBVF08988 /				$22.28	
1,000,000 / 10/2015	0	0	0	$0.00000	
Black Network Printer				$0.00	
CSA-VT					

Room B27 Registrar

HP Laser Jet Pro M402dw / 40 PPM	3,788	7,222	3,434	$0.01156	None at this time.
PHBVB07642 /				$39.70	
1,000,000 / 10/2015	0	0	0	$0.00000	
Black Network Printer				$0.00	
CSA-VT					

Make-Model/Speed			*2018-2019*		
Serial Number/Vendor Machine ID					
Life/Intro Date	*07/01/2018*	*06/30/2019*	*Annual*	*Cost/Copy*	
Vendor	*Meter*	*Meter*	*Volume*	*Annual Cost*	**Recommendations**

Room C-21

HP Laser Jet Pro M402dw / 40 PPM	10,968	35,293	24,325	$0.01156	None at this time.
PHBVB07628 /				$281.20	
1,000,000 / 10/2015	0	0	0	$0.00000	
Black Network Printer				$0.00	
CSA-VT					

Room C-23 Faculty

Canon IR ADV 8585 / 85 PPM	298,012	638,397	340,385	$0.00339	None at this time.
SWN01390 /				$1,153.91	
5,000,000 / 02/2016	0	0	0	$0.00000	
Black Photocopier				$0.00	
CSA-VT					

Room C-23 Faculty

HP Laser Jet Pro M402dw / 40 PPM	13,796	32,146	18,350	$0.01156	None at this time.
PHBVF09053 /				$212.13	
1,000,000 / 10/2015	0	0	0	$0.00000	
Black Network Printer				$0.00	
CSA-VT					

Make-Model/Speed Serial Number/Vendor Machine ID Life/Intro Date Vendor	07/01/2018 Meter	06/30/2019 Meter	2018-2019 Annual Volume	Cost/Copy Annual Cost	Recommendations
Room C24 T. Meigs					
HP Laser Jet Pro M402dw / 40 PPM	1,469	3,205	1,736	$0.01156	None at this time.
PHBVB07124 /				$20.07	
1,000,000 / 10/2015	0	0	0	$0.00000	
Black Network Printer				$0.00	
CSA-VT					
Room D-2					
HP Laser Jet Pro M402dw / 40 PPM	13,472	24,350	10,878	$0.01156	None at this time.
PHBVF08969 /				$125.75	
1,000,000 / 10/2015	0	0	0	$0.00000	
Black Network Printer				$0.00	
CSA-VT					
Room D-21					
HP Laser Jet Pro M402dw / 40 PPM	43,825	59,134	15,309	$0.01156	None at this time.
PHBVF09036 /				$176.97	
1,000,000 / 10/2015	0	0	0	$0.00000	
Black Network Printer				$0.00	
CSA-VT					

Make-Model/Speed *Serial Number/Vendor Machine ID* *Life/Intro Date* *Vendor*	*07/01/2018* *Meter*	*06/30/2019* *Meter*	*2018-2019* *Annual* *Volume*	*Cost/Copy* *Annual Cost*	*Recommendations*
Room D-21					
Canon IR ADV 8585 / 85 PPM	865,900	1,235,292	369,392	$0.00339	None at this time.
SWN01389 /				$1,252.24	
5,000,000 / 02/2016	0	0	0	$0.00000	
Black Photocopier				$0.00	
CSA-VT					
Room D-22					
HP Laser Jet Pro M402dw / 40 PPM	28,969	48,025	19,056	$0.01156	None at this time.
PHBVB07647 /				$220.29	
1,000,000 / 10/2015	0	0	0	$0.00000	
Black Network Printer				$0.00	
CSA-VT					
Room F-2					
HP Laser Jet Pro M402dw / 40 PPM	11,765	18,194	6,429	$0.01156	None at this time.
PHBVF08976 /				$74.32	
1,000,000 / 10/2015	0	0	0	$0.00000	
Black Network Printer				$0.00	
CSA-VT					

Make-Model/Speed Serial Number/Vendor Machine ID Life/Intro Date Vendor	07/01/2018 Meter	06/30/2019 Meter	2018-2019 Annual Volume	Cost/Copy Annual Cost	Recommendations
Room F-4					
HP Color Laser Jet M452dw / 28 PPM	6,071	7,253	1,182	$0.01156	None at this time.
VNB3P13811 /				$13.66	
500,000 / 10/2015	15,312	22,024	6,712	$0.10280	
Color Network Printer				$689.99	
CSA-VT					
Room F-6					
HP Laser Jet Pro M402dw / 40 PPM	8,445	17,206	8,761	$0.01156	None at this time.
PHBVF09046 /				$101.28	
1,000,000 / 10/2015	0	0	0	$0.00000	
Black Network Printer				$0.00	
CSA-VT					
Room F-7					
HP Laser Jet Pro M402dw / 40 PPM	26,250	49,943	23,693	$0.01156	None at this time.
PHBVF08987 /				$273.89	
1,000,000 / 10/2015	0	0	0	$0.00000	
Black Network Printer				$0.00	
CSA-VT					

Make-Model/Speed Serial Number/Vendor Machine ID Life/Intro Date Vendor	07/01/2018 Meter	06/30/2019 Meter	2018-2019 Annual Volume	Cost/Copy Annual Cost	Recommendations
Room J-15					
HP Laser Jet Pro M402dw / 40 PPM PHBVF08978 / 1,000,000 / 10/2015 Black Network Printer CSA-VT	3,785 0	10,485 0	6,700 0	$0.01156 $77.45 $0.00000 $0.00	None at this time.
Room J-15					
HP Color Laser Jet M452dw / 28 PPM VNB3P13900 / 500,000 / 10/2015 Color Network Printer CSA-VT	672 2,177	885 2,736	213 559	$0.01156 $2.46 $0.10280 $57.47	High Color CPC. Change to B/W Printer.
Room J-15					
Canon IR ADV 8585 / 85 PPM SWN01391 / 5,000,000 / 02/2016 Black Photocopier CSA-VT	556,895 0	844,587 0	287,692 0	$0.00339 $975.28 $0.00000 $0.00	None at this time.

Make-Model/Speed Serial Number/Vendor Machine ID Life/Intro Date Vendor	07/01/2018 Meter	06/30/2019 Meter	2018-2019 Annual Volume	Cost/Copy Annual Cost	Recommendations
Room J-18					
HP Color Laser Jet M452dw / 28 PPM	473	2,251	1,778	$0.01156	None at this time.
VNB3P09908 /				$20.55	
500,000 / 10/2015	2,169	9,570	7,401	$0.10280	
Color Network Printer				$760.82	
CSA-VT					
Special Ed Conference Room					
Canon IR ADV 4251 / 51 PPM	63,049	105,407	42,358	$0.00339	None at this time.
RKP08322 /				$143.59	
3,000,000 / 10/2013	0	0	0	$0.00000	
Black Photocopier				$0.00	
CSA-VT					
SPED (C Dunphy)					
HP Laser Jet Pro M402dw / 40 PPM	6,626	13,199	6,573	$0.01156	None at this time.
PHBVF08972 /				$75.98	
1,000,000 / 10/2015	0	0	0	$0.00000	
Black Network Printer				$0.00	
CSA-VT					

Make-Model/Speed Serial Number/Vendor Machine ID Life/Intro Date Vendor	07/01/2018 Meter	06/30/2019 Meter	2018-2019 Annual Volume	Cost/Copy Annual Cost	Recommendations
SPED (J Hamilton)					
HP Laser Jet Pro M402dw / 40 PPM	10,652	15,513	4,861	$0.01156	None at this time.
PHBVF08961 /				$56.19	
1,000,000 / 10/2015	0	0	0	$0.00000	
Black Network Printer				$0.00	
CSA-VT					
Storage - Mvd from Registrar					
HP Laser Jet 400 M401n / 35 PPM	12,544	14,529	1,985	$0.01156	None at this time.
VNG3F56972 /				$22.95	
750,000 / 01/2013	0	0	0	$0.00000	
Black Network Printer				$0.00	
CSA-VT					

	Subtotal Black	**2,360,767**	**$10,404.41**
	Subtotal Color	**96,857**	**$5,727.45**

Make-Model/Speed *Serial Number/VendorID* *Life/Intro Date* *Vendor*	*07/01/2018* *Meter*	*06/30/2019* *Meter*	*2018-2019* *Annual* *Volume*	*Cost/Copy* *Annual Cost*	*Recommendations*
SU 21 District Offices					
Accounting Specialist (Lisa Way)					
Canon LBP351DN / 58 PPM	36,578	61,163	24,585	$0.01156	None at this time.
NEQA002259 /				$284.20	
1,000,000 / 09/2016	0	0	0	$0.00000	
Black Network Printer				$0.00	
CSA-VT					
Business Manager					
Canon LBP351DN / 58 PPM	23,498	47,454	23,956	$0.01156	None at this time.
NEQA002268 /				$276.93	
1,000,000 / 09/2016	0	0	0	$0.00000	
Black Network Printer				$0.00	
CSA-VT					
Copy Room					
Canon IR ADV 8585 / 85 PPM	458,972	640,143	181,171	$0.00339	None at this time.
SWN01332 /				$614.17	
5,000,000 / 02/2016	0	0	0	$0.00000	
Black Photocopier				$0.00	
CSA-VT					

Make-Model/Speed Serial Number/Vendor Machine ID Life/Intro Date Vendor	07/01/2018 Meter	06/30/2019 Meter	2018-2019 Annual Volume	Cost/Copy Annual Cost	Recommendations
Copy Room					
Canon IR C5550 / 50 PPM	166,287	327,083	160,796	$0.00709	High Color Usage! Print Management
WXD02856 /				$1,140.04	Software should be implemented here.
3,000,000 / 09/2016	133,064	244,980	111,916	$0.05135	
Color Photocopier				$5,746.89	
CSA-VT					
Early Childhood Development					
Canon IRC5540 / 40 PPM	79,199	104,192	24,993	$0.00709	High Color Usage! Print Management
WHG00846 /				$177.20	Software should be implemented here.
1,000,000 / 09/2016	43,392	65,474	22,082	$0.05135	
Color Photocopier				$1,133.91	
CSA-VT					
Michelle Stanley					
HP Laser Jet 600 M604 / 52 PPM	53,338	64,702	11,364	$0.01156	None at this time.
CNBCH6T0FD /				$131.37	
2,000,000 / 04/2015	0	0	0	$0.00000	
Black Network Printer				$0.00	
CSA-VT					

Make-Model/Speed Serial Number/Vendor Machine ID Life/Intro Date Vendor	07/01/2018 Meter	06/30/2019 Meter	2018-2019 Annual Volume	Cost/Copy Annual Cost	Recommendations
Payroll Specialist (Tamara Kelley)					
Canon LBP351DN / 58 PPM	15,217	44,859	29,642	$0.01156	None at this time.
NEQA002262 /				$342.66	
1,000,000 / 09/2016	0	0	0	$0.00000	
Black Network Printer				$0.00	
CSA-VT					
Special Services (Julie Rivers)					
Canon LBP351DN / 58 PPM	17,007	27,190	10,183	$0.01156	None at this time.
NEQA002249 /				$117.72	
1,000,000 / 09/2016	0	0	0	$0.00000	
Black Network Printer				$0.00	
CSA-VT					

		Subtotal Black	466,690	$3,084.29	
		Subtotal Color	133,998	$6,880.80	

Make-Model/Speed Serial Number/VendorID Life/Intro Date Vendor	07/01/2018 Meter	06/30/2019 Meter	2018-2019 Annual Volume	Cost/Copy Annual Cost	Recommendations

Swanton Elementary

Babcock Building Copy Room

Canon IR C5550 / 50 PPM	60,018	101,123	41,105	$0.00709 $291.43	High Color Usage! Print Management Software should be implemented here.
WXD02864 /					
3,000,000 / 09/2016	127,858	215,686	87,828	$0.05135 $4,509.97	
Color Photocopier					
CSA-VT					

Babcock Building Hall

Canon IR ADV 8585 / 85 PPM	497,768	790,835	293,067	$0.00339 $993.50	None at this time.
SWN01381 /					
5,000,000 / 02/2016	0	0	0	$0.00000 $0.00	
Black Photocopier					
CSA-VT					

Babcock Building Hall of Room 10

HP Laser Jet Pro M402dw / 40 PPM	46,389	70,498	24,109	$0.01156 $278.70	None at this time.
PHBVF09044 /					
1,000,000 / 10/2015	0	0	0	$0.00000 $0.00	
Black Network Printer					
CSA-VT					

Make-Model/Speed Serial Number/Vendor Machine ID Life/Intro Date Vendor	07/01/2018 Meter	06/30/2019 Meter	2018-2019 Annual Volume	Cost/Copy Annual Cost	Recommendations
Babcock Building Main Office					
HP Laser Jet Pro M402dw / 40 PPM	9,172	15,947	6,775	$0.01156	None at this time.
PHBVB07119 /				$78.32	
1,000,000 / 10/2015	0	0	0	$0.00000	
Black Network Printer				$0.00	
CSA-VT					
Blue House Hall A-4					
HP Laser Jet Pro M401dne / 35 PPM	78,009	98,516	20,507	$0.01156	None at this time.
PHGFD13585 /				$237.06	
750,000 / 01/2013	0	0	0	$0.00000	
Black Network Printer				$0.00	
CSA-VT					
Central Tech Room					
HP Laser Jet Pro M402dw / 40 PPM	1,826	2,816	990	$0.01156	None at this time.
PHBVF08971 /				$11.44	
1,000,000 / 10/2015	0	0	0	$0.00000	
Black Network Printer				$0.00	
CSA-VT					

Make-Model/Speed			*2018-2019*		
Serial Number/Vendor Machine ID					
Life/Intro Date	*07/01/2018*	*06/30/2019*	*Annual*	*Cost/Copy*	
Vendor	*Meter*	*Meter*	*Volume*	*Annual Cost*	**Recommendations**

Copier/Staff Room

Canon IR ADV 8585 / 85 PPM	763,698	1,227,004	463,306	$0.00339	None at this time.
SWN01380 /				$1,570.61	
5,000,000 / 02/2016	0	0	0	$0.00000	
Black Photocopier				$0.00	
CSA-VT					

Copier/Staff Room

Canon IR C5550 / 50 PPM	177,662	283,562	105,900	$0.00709	None at this time.
WXD02804 /				$750.83	
3,000,000 / 09/2016	196,952	345,532	148,580	$0.05135	
Color Photocopier				$7,629.58	
CSA-VT					

Green Room Hall B-4

HP Laser Jet Pro M401dne / 35 PPM	116,930	147,052	30,122	$0.01156	None at this time.
PHGFF17789 /				$348.21	
750,000 / 01/2013	0	0	0	$0.00000	
Black Network Printer				$0.00	
CSA-VT					

Make-Model/Speed Serial Number/Vendor Machine ID Life/Intro Date Vendor	07/01/2018 Meter	06/30/2019 Meter	2018-2019 Annual Volume	Cost/Copy Annual Cost	Recommendations
Office Manager					
Canon LBP351DN / 58 PPM	11,050	11,050	0	$0.01156	Traded
NEQA002331 /				$0.00	
1,000,000 / 09/2016	0	0	0	$0.00000	
Black Network Printer				$0.00	
CSA-VT					
Office Manager					
Canon MF735Cdw / 28 PPM	0	1,916	1,916	$0.01875	High CPC. Change to b/w MFP.
WTL17710 /				$35.93	
500,000 / 03/2017	0	2,578	2,578	$0.12500	
Color Laser MFP				$322.25	
CSA-VT					
Red House Room					
HP Laser Jet Pro M401dne / 35 PPM	117,601	143,422	25,821	$0.01156	None at this time.
PHGFD13577 /				$298.49	
750,000 / 01/2013	0	0	0	$0.00000	
Black Network Printer				$0.00	
CSA-VT					

	Subtotal Black	1,013,618	$4,894.52	
	Subtotal Color	238,986	$12,461.80	

	District Wide Black Totals	5,142,704	$23,325.67	
	District Wide Color Totals	616,431	$33,078.87	**Your Color CPC is $0.0537**

SPC Service & Supply Cost Savings

These tables compare your equipment cost per copy for service and supplies (black prints or copies only) before becoming an SPC client on 05/01/2007 with your projected cost per copy for the new fiscal year through SPC. Annual Volume represents actual 2018-2019 fiscal year black print usage. The second table represents your annual and five-year cost savings compared to your previous cost per copy rate.

BEFORE SPC

Current Volume	PriorCPC	Average Annual Cost
5,142,704	$0.01340	$68,912.23

CURRENTLY WITH SPC

Current Volume	Current CPC*	Current Cost	Cost Savings	5 Year Savings
5,142,704	$0.00454	$23,347.88	$45,564.36	$227,821.79

Today the Cooperative Buying of SPC has netted annual cost savings, on average, of $45,564.36 x 12 years as a Client
= $546,772.29 Cost Savings!

*This CPC is an average of your copiers and printers together. Your copier cpc is substantially lower than this average.

Projected Equipment Costs by Building - Black

This table represents projected expenses for BLACK prints or copies by building based on recent activity. Approximate current paper case costs and averaged current annual lease payment are figured in to provide budget information for the <u>upcoming fiscal year.</u>

Building	Projected Black Volume	Projected Black Usage Cost	Approximate Paper Cost	Average Annual Equipment Cost	Total Proj Black Usage Cost
Franklin Central	393,755	$1,409.08	$2,126.28	$4,785.84	$8,321.20
Highgate Elementary	907,874	$3,634.74	$4,902.52	$11,034.62	$19,571.88
Missisquoi Valley Union High	2,360,767	$10,616.52	$12,748.14	$28,693.59	$52,058.25
SU 21 District Offices	466,690	$3,145.92	$2,520.13	$5,672.31	$11,338.36
Swanton Elementary	1,013,618	$4,993.67	$5,473.54	$12,319.87	$22,787.08
Total	**5,142,704**	**$23,799.94**	**$27,770.60**	**$62,506.23**	**$114,076.77**

SPC Equipment Bids:
Presently our bids are coming in between 15% to 23% of Retail, while the current Salesman's Cost is 50% of Retail.
For Example: A 95-CPM Konica Minolta Bizhub 958 RADF Duplex Finisher 3-Hole Punch CIF-Print-Color Scan-Hard Drive for Secure Print with a Retail Cost of $45,640 is coming in at $7,342...16% of Retail! Our prices are negotiated with and supported directly by the manufacturer.

Projected Equipment Costs by Building - Color

This table represents projected expenses for COLOR prints or copies by building based on recent activity. Current paper case costs and current annual lease payment are NOT figured in to this table, as they are covered in the Black prints report.

Building	Projected Color Volume	Service & Supply Cost
Franklin Central	51,396	$2,692.12
Highgate Elementary	95,194	$5,477.32
Missisquoi Valley Union High	96,857	$5,842.31
SU 21 District Offices	133,998	$7,018.82
Swanton Elementary	238,986	$12,711.75
Total	**616,431**	**$33,742.31**

Service & Supply Usage Profile by Vendor - Black

This table represents actual expenses for BLACK prints or copies by vendor for the current year along with projected service & supply expenses for the upcoming fiscal year. Under SPC's new Simplified Billing Program, SPC will invoice you directly for 50% of the Projected Annual Volume in July and January, and then reconcile based on actual usage in June. Cost per copy typically increases by 5% or CPI annually, whichever is less. <mark>Current year's increase is 2%.</mark>

Vendor	Equipment Type	Annual Volume	2018-2019 Cost/Copy	Total Cost	2019-2020 Cost/Copy	Projected Cost
Canon Solutions Vermont	Black Network Printer	507,395	$0.01156	$5,865.49	$0.01179	$5,982.19
Canon Solutions Vermont	Black Photocopier	4,176,694	$0.00339	$14,158.99	$0.00346	$14,451.36
Canon Solutions Vermont	Color Laser MFP	1,916	$0.01875	$35.93	$0.01912	$36.63
Canon Solutions Vermont	Color Network Printer	6,101	$0.01156	$70.53	$0.01179	$71.93
Canon Solutions Vermont	Color Photocopier	450,598	$0.00709	$3,194.74	$0.00723	$3,257.82
	Total	**5,142,704**	**$0.00454**	**$23,325.67**	**$0.00463**	**$23,799.94**

Service & Supply Usage Profile by Vendor - Color

This table represents actual and projected expenses for COLOR prints or copies by vendor for the current and next fiscal year. Under SPC's new Simplified Billing Program, SPC will invoice you directly for 50% of the Projected Annual Volume in July and January, and then reconcile based on actual usage in June. Cost per copy typically increases by 5% or CPI annually, whichever is less. ==Current year's increase is 2%.==

Vendor	Equipment Type	Annual Volume	2018-2019 Cost/Copy	Total Cost	2019-2020 Cost/Copy	Projected Cost
Canon Solutions Vermont	Color Laser MFP	2,578	$0.12500	$322.25	$0.12750	$328.70
Canon Solutions Vermont	Color Network Printer	24,029	$0.10280	$2,470.18	$0.10486	$2,519.68
Canon Solutions Vermont	Color Photocopier	589,804	$0.05135	$30,286.44	$0.05238	$30,893.93
	Total	**616,411**	**$0.05366**	**$33,078.87**	**$0.05474**	**$33,742.31**

Reprographic Equipment Assessment

This chart provides the status of your equipment and details of your current lease, if any.*

Total Number of Units	**89**
Total Number of Units on Lease	**81**
Total Number of Units Owned	**8**
Lease Company	**Northway Bank**
Lease Start Date	**09/01/2016**
Lease End Date	**08/01/2021**
Term	**5 Annual**
Annual Payment usually due on 8/1	**$59,014.00**
Remaining Payments	**2**

*The determination on the lease has no bearing on Service & Supply and Warranty Contracts.

Leased Equipment

Building	Make/Model	Serial Number
Franklin Central	Canon IR ADV 8585	SWN01382
Franklin Central	Canon IR ADV 8585	SWN01383
Franklin Central	Canon IRC5540	WHG01973
Highgate Elementary	HP Laser Jet Pro M402dw	PHBVB07104
Highgate Elementary	HP Laser Jet Pro M402dw	PHBVB07105
Highgate Elementary	HP Laser Jet Pro M402dw	PHBVB07110
Highgate Elementary	HP Laser Jet Pro M402dw	PHBVB07115
Highgate Elementary	HP Laser Jet Pro M402dw	PHBVB07166
Highgate Elementary	HP Laser Jet Pro M402dw	PHBVB07632
Highgate Elementary	HP Laser Jet Pro M402dw	PHBVB07640
Highgate Elementary	HP Laser Jet Pro M402dw	PHBVB07643
Highgate Elementary	HP Laser Jet Pro M402dw	PHBVF08838
Highgate Elementary	HP Laser Jet Pro M402dw	PHBVF08868
Highgate Elementary	HP Laser Jet Pro M402dw	PHBVF08973
Highgate Elementary	HP Laser Jet Pro M402dw	PHBVF08974
Highgate Elementary	HP Laser Jet Pro M402dw	PHBVF08982
Highgate Elementary	HP Laser Jet Pro M402dw	PHBVF08984
Highgate Elementary	HP Laser Jet Pro M402dw	PHBVH02517
Highgate Elementary	Canon IR ADV 8585	SWN01325
Highgate Elementary	Canon IR ADV 8585	SWN01379
Highgate Elementary	Canon IR ADV 8585	SWN01384
Highgate Elementary	Canon IR ADV 8585	SWN01385
Highgate Elementary	HP Color Laser Jet M452dw	VNB3D11036
Highgate Elementary	HP Color Laser Jet M452dw	VNB3P09900
Highgate Elementary	HP Color Laser Jet M452dw	VNB3P13899
Highgate Elementary	Canon IRC5540	WHG01469
Missisquoi Valley Union High	HP Laser Jet Pro M402dw	PHBVB07116
Missisquoi Valley Union High	HP Laser Jet Pro M402dw	PHBVB07117
Missisquoi Valley Union High	HP Laser Jet Pro M402dw	PHBVB07123
Missisquoi Valley Union High	HP Laser Jet Pro M402dw	PHBVB07124
Missisquoi Valley Union High	HP Laser Jet Pro M402dw	PHBVB07628
Missisquoi Valley Union High	HP Laser Jet Pro M402dw	PHBVB07642
Missisquoi Valley Union High	HP Laser Jet Pro M402dw	PHBVB07647

Building	Make/Model	Serial Number
Missisquoi Valley Union High	HP Laser Jet Pro M402dw	PHBVF08961
Missisquoi Valley Union High	HP Laser Jet Pro M402dw	PHBVF08969
Missisquoi Valley Union High	HP Laser Jet Pro M402dw	PHBVF08972
Missisquoi Valley Union High	HP Laser Jet Pro M402dw	PHBVF08975
Missisquoi Valley Union High	HP Laser Jet Pro M402dw	PHBVF08976
Missisquoi Valley Union High	HP Laser Jet Pro M402dw	PHBVF08977
Missisquoi Valley Union High	HP Laser Jet Pro M402dw	PHBVF08978
Missisquoi Valley Union High	HP Laser Jet Pro M402dw	PHBVF08980
Missisquoi Valley Union High	HP Laser Jet Pro M402dw	PHBVF08986
Missisquoi Valley Union High	HP Laser Jet Pro M402dw	PHBVF08987
Missisquoi Valley Union High	HP Laser Jet Pro M402dw	PHBVF08988
Missisquoi Valley Union High	HP Laser Jet Pro M402dw	PHBVF09030
Missisquoi Valley Union High	HP Laser Jet Pro M402dw	PHBVF09031
Missisquoi Valley Union High	HP Laser Jet Pro M402dw	PHBVF09034
Missisquoi Valley Union High	HP Laser Jet Pro M402dw	PHBVF09036
Missisquoi Valley Union High	HP Laser Jet Pro M402dn	PHBVF09041
Missisquoi Valley Union High	HP Laser Jet Pro M402dw	PHBVF09046
Missisquoi Valley Union High	HP Laser Jet Pro M402dw	PHBVF09047
Missisquoi Valley Union High	HP Laser Jet Pro M402dw	PHBVF09053
Missisquoi Valley Union High	Canon IR ADV 4251	RKP08322
Missisquoi Valley Union High	Canon IR ADV 4251	RKP08378
Missisquoi Valley Union High	Canon IR ADV 4251	RKP08470
Missisquoi Valley Union High	Canon IR ADV 8585	SWN01386
Missisquoi Valley Union High	Canon IR ADV 8585	SWN01387
Missisquoi Valley Union High	Canon IR ADV 8585	SWN01388
Missisquoi Valley Union High	Canon IR ADV 8585	SWN01389
Missisquoi Valley Union High	Canon IR ADV 8585	SWN01390
Missisquoi Valley Union High	Canon IR ADV 8585	SWN01391
Missisquoi Valley Union High	Canon IR ADV 8585	SWN01392
Missisquoi Valley Union High	HP Color Laser Jet M452dw	VNB3P09908
Missisquoi Valley Union High	HP Color Laser Jet M452dw	VNB3P13811
Missisquoi Valley Union High	HP Color Laser Jet M452dw	VNB3P13900
Missisquoi Valley Union High	Canon IRC5540	WHG01060
Missisquoi Valley Union High	Canon IRC5540	WHG01497

Building	Make/Model	Serial Number
SU 21 District Offices	Canon LBP351DN	NEQA002249
SU 21 District Offices	Canon LBP351DN	NEQA002259
SU 21 District Offices	Canon LBP351DN	NEQA002262
SU 21 District Offices	Canon LBP351DN	NEQA002268
SU 21 District Offices	Canon IR ADV 8585	SWN01332
SU 21 District Offices	Canon IRC5540	WHG00846
SU 21 District Offices	Canon IR C5550	WXD02856
Swanton Elementary	HP Laser Jet Pro M402dw	PHBVB07119
Swanton Elementary	HP Laser Jet Pro M402dw	PHBVF08971
Swanton Elementary	HP Laser Jet Pro M402dw	PHBVF09044
Swanton Elementary	Canon IR ADV 8585	SWN01380
Swanton Elementary	Canon IR ADV 8585	SWN01381
Swanton Elementary	Canon IR C5550	WXD02804
Swanton Elementary	Canon IR C5550	WXD02864

Owned Equipment

Building	Make/Model	Serial Number
Missisquoi Valley Union High	HPLaser Jet Pro M402dw	PHBVC07812
Missisquoi Valley Union High	HPLaser Jet Pro M401dne	PHGFD01161
Missisquoi Valley Union High	HPLaser Jet 400 M401n	VNG3F56972
SU 21 District Offices	HPLaser Jet 600 M604	CNBCH6T0FD
Swanton Elementary	HPLaser Jet Pro M401dne	PHGFD13577
Swanton Elementary	HPLaser Jet Pro M401dne	PHGFD13585
Swanton Elementary	HPLaser Jet Pro M401dne	PHGFF17789
Swanton Elementary	CanonMF735Cdw	WTL17710

STARDoc User Names

Name	User Name
Becky Hart	bhart@fnwsu.org
Christie Mitchell	cmitchell@fnwsu.org
Dan Palmer	dpalmer@fnwsu.org
Jay Hartman	jhartman@fnwsu.org
Jenn Desorgher	jdesorgher@fnwsu.org
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Yeshua Pastina	ypastina@fnwsu.org

Benefits of partnering with SPC

Top Benefits to <mark>our CLIENTS</mark>:

1. Cooperative Buying

By definition, is a model that allows a group of buyers with a common interest to pool their buying power in order to negotiate more favorable pricing and better service. SPC's model allows you to pick your preferred vendor!

- SPC's pricing is so strong *we pay for our own fee* by acquiring prices lower than what you can do on your own.

- We will *save you money* benefiting from the combined purchasing power of more than 69 clients with over 3,900 devices doing more than <mark>239</mark> million copies and prints per year. We purchase approximately 1,100 units annually with 80 million prints out to bid.!

- We will *save you time* by preparing your bid, negotiating with vendors/manufacturers, presenting a total bid analysis, and managing the implementation.

- We will *save you frustration*. We manage your contracts for up to five years from the date of installation.

2. Exclusive <u>STARDoc</u> Software

- STARDoc: System for Tracking And Reporting Documents.

- Maps all devices and sets up 'Interactive Live Floor Plans' of all printing devices, showing you a Before and After Upgrade look; provides a visual for all decision makers over the next five years.

- STARDoc studies your printing habits and is able to predict your year-end-cost months in advance before you receive your year-end reconciliation invoice.

- Sets up your next year's budget at the click of a mouse.

3. Simplified Billing Program

- Removes the confusion out of billing.

- Eliminates variety of invoices from multiple vendors that come annually and/or quarterly.

- TWO invoices are sent each year from ONE billing source.

- Reconciles all of your devices at the end of the year: You pay only for what you use; no minimums.

Benefits of partnering with SPC

4. Five-Year Equipment Replacement Schedule

- SPC's staff surveys key locations that determine life of existing equipment.
- Specs out new equipment needed: Does not allow vendors to undersize during the bidding process.
- Manages the entire bid process down to the install.

5.Annual Report

- A crucial document that extends the life of your equipment, often getting 8 to 10 years of guaranteed performance! Flags copying trends within your organization such as over usage.
- You get an overview of your current equipment situation, reports associated with copying and printing costs and, if needed, recommendations for addressing situations posing a problem.

6. Vendor Neutral

- SPC does not recommend just one brand; we suggest what's best for you with serviceability in mind.
- We present you with the bid results and offer recommendations, yet the decision is yours to make.

SPC has been serving their clients since 1988, saving millions of dollars along the way. Based on current actual volumes and CPCs, SPC has generated Annual Savings of more than $2 million for all of our clients. That translates into Savings of more than $10 million over five years!

Overall Benefits to <mark>our VENDORS</mark>

- Opportunities brought to you - Over 1,100 units purchased annually running over 80 million prints!
- SPC is well respected in the industry.
- SPC values our vendors and speaks highly of them to our clients.
- National Contracts that are all negotiated with the manufacturers at your disposal

Vendor Benefits Pre-Bid & During the Bid Process

- Sharing of previous bid results that help you to negotiate with your manufacturers.
- On-Site Survey of client requirements including mapping all devices.
- Writing of the *Five-Year Equipment Replacement Schedule* (Bid Specs).
- Controls the Bid Specs (Not allowing any vendor to underbid or offer discontinued equipment).
- A chance to sell your 'Value Add' directly to our clients after the bids are in. Customer has the right to pay more than low bid.

Vendor Benefits Before & During Installation

- Digital Needs Analysis: Matching up the machine to installation site.
- Schedule and coordinate Vendor meeting with Client.
- Cover the cost of ESP surge protectors, electrical wiring, computer interface and any unexpected cost!
- Manage installation.
- Audit installation.
- Capture final meter reads for old contracts..
- Close books on old devices & contracts..

SPC Values Our Vendors

Vendor Ongoing Support

- Yearly meter reads.
- Simplified Billing: SPC collects service funds for the Vendor.
- Collection of all meter reads annually and reconciling them with the Client and Vendor.
- STARDoc: System for Tracking And Reporting Documents... Manages the budget.
- Annual Reports that flag machines that are being overused and underused thus improving reliability.
- Mediating warranty issues in sensitive locations.

Why do some vendors hesitate to bid?

- Vendors worry that bidding will reduce their margins.
- If word gets out on pricing, they feel that their other customers will call and ask for similar prices.
- Lose control of their account as winning bidder may beat their pricing.
- SPC bids are designed to keep specs equal for all, no chance of providing a lesser piece of equipment.

SPC manages over 3,900 pieces of equipment;
Our relationship with our vendors has never been stronger!